

A business for purpose

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Results Presentation

for the half year ended 31 December 2023

Lifestyle[®]
COMMUNITIES

Life.
Unlimited.

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Heated indoor pool at Lifestyle Deanside

A business for purpose

An affordable housing option for Australians aged over 50.

A sustainable financial model where **homeowners can prosper**.

An empowering and engaging homeowner experience offering that **reimagines traditional retirement**.

High quality resort-style facilities that exceed expectation and are actively maintained and refurbished.

A sales approach that **engages the customer** to ensure they are making the right choice.

Aerial view of Lifestyle Riverfield

Macro themes underpinning our strategy

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Ageing population

- Shortage of Affordable Housing Options
- Working, semi-retired, or retired people impacted by inflation
- Stage of life drives action regardless of the cycle – Seize the Day!
- Low levels of superannuation - benefit from equity free-up
- Desire for ownership, control, safety, security and social interaction
- Our buyers typically sell to first home buyers



First home buyers

- Typically buy the homes Lifestyle customers are selling
- Stage of life drives action regardless of the cycle
- See an opportunity to enter the market
- Priced out of the new home market
- Supported by low unemployment
- Supported by Government incentives at both a state and federal level



Economic environment

- Increased cost of living affects the asset rich/cash poor cohort
- Creates necessity to downsize
- Increases the addressable market
- Doing nothing is less attractive



Property market – outer suburbs

- Consumer confidence impacted by increased insolvencies in the construction sector
- Affordable suburbs less sensitive to price movements
- Sales volumes reduce in down cycles – upgraders and investors drop out of the market
- First home buyers underpin the remaining volume
- Correlation to unemployment
- Supported by immigration

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SECTION 1

Overview

1H FY24 highlights

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Strong operating performance from established business

- Community Operations cash flows grew by 12% compared to the prior period — supported by increased homes under management and DMF
- Resales prices continue to increase — average annual capital growth over 9%

Challenging conditions ...

- Headwinds: 13 consecutive interest rate rises and persistent high inflation
- Consumer confidence impacted by increased insolvencies in the construction sector
- Broader residential market slowdown

... Creating opportunity

- Challenging conditions create opportunities to buy additional land
- Four new land contracts signed since 30 June
- Currently reviewing an increased number of high-quality land buying opportunities

Well positioned to capitalise on the supply/demand imbalance for high quality affordable housing.

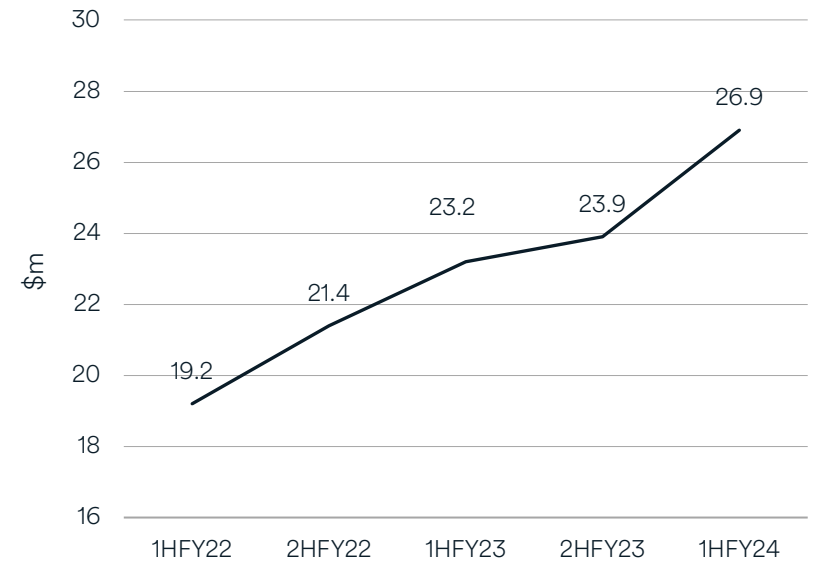


1HFY24 results snapshot

Key metrics

	Measure	1HFY24	2HFY23	1HFY23	2HFY22	1HFY22
New home settlements	Homes	124	215	141	235	166
Established home resales	Homes	75	90	88	83	73
Total settled homes (end of year)	Homes	3,673	3,549	3,334	3,193	2,958
Portfolio + pipeline (end of year)	Homes	6,382	5,912	5,599	5,391	5,231
Annuity revenue (rent + DMF)	\$m	26.9	23.9	23.2	21.4	19.2
Operating profit after tax	\$m	20.8	45.9	25.2	33.9	27.5
Operating EPS	cps	19.9	43.9	24.1	32.4	26.3
Total assets	\$m	1,440.7	1,191.4	1,084.3	1,006.2	925.9
Weighted average cap rate	%	5.15%	5.14%	5.18%	5.18%	5.57%
Average DMF valuation	\$000 per home	58	58	54	54	51
Dividend	cps	5.5	6.0	5.5	6.0	4.5
Net debt	\$m	490.2	369.8	350.0	243.1	273.5
Net debt to assets less unsettled land	%	39.8%	33.5%	35.1%	27.8%	34.0%

Annuity revenue (rent + DMF)



Portfolio snapshot 1HFY24

Communities	Total homes in communities	Homes sold and occupied	Homes sold and awaiting settlement	Homes occupied or sold and awaiting settlement	
				No.	%
Established Communities					
15 fully completed Communities	2,864	2,864		2,864	100%
Communities — under construction					
Wollert	246	194	22	216	88%
Deanside	266	153	27	180	68%
St Leonards - The Waves	199	197	2	199	100%
St Leonards - The Shores	159	0	34	34	21%
Meridian	274	196	31	227	83%
Woodlea	180	10	32	42	23%
Phillip Island	255	0	75	75	29%
Bellarine	164	51	62	113	69%
Riverfield (Clyde)	235	8	76	84	36%
Ridgelea (Pakenham)	174	0	41	41	24%
Merrifield	195	0	1	1	1%
New Communities — awaiting commencement					
Ocean Grove II	190				
Warragul II ¹	205				
Clifton Springs ¹	209				
Yarrawonga	109				
Clyde III ¹	254				
Inverloch ¹	204				
Total ²	6,382	3,673	403	4,076	64%

Notes:

1. Commencement of construction subject to planning approval

2. Lifestyle Communities® will have an economic interest in 3,472 home sites. Lifestyle Chelsea Heights and Lifestyle Casey Fields are joint ventures.

Portfolio overview and land acquisition strategy

32 Communities in planning, development or under management.

- Completed Communities
● Developing Communities
● Planning Communities

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Focus remains on Melbourne and Geelong's growth corridors:

- Cluster approach – each growth corridor can sustain multiple communities
- Capitalise on brand
- Drive referral
- Proven track record

Evolution – regional opportunities:

- Sea/tree change
 - Inverloch
 - Yarrowonga
 - Clifton Springs
 - Phillip Island
- Strong tourism appeal
- Limited supply of zoned land underpins higher median house price
- Pulling power from Melbourne

Planning

- Potential to fast-track permits that provide affordable housing
- Typically purchase sites with approved PSP within residential zone

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Lifestyle Meridian Clubhouse

SECTION 2

Operations update

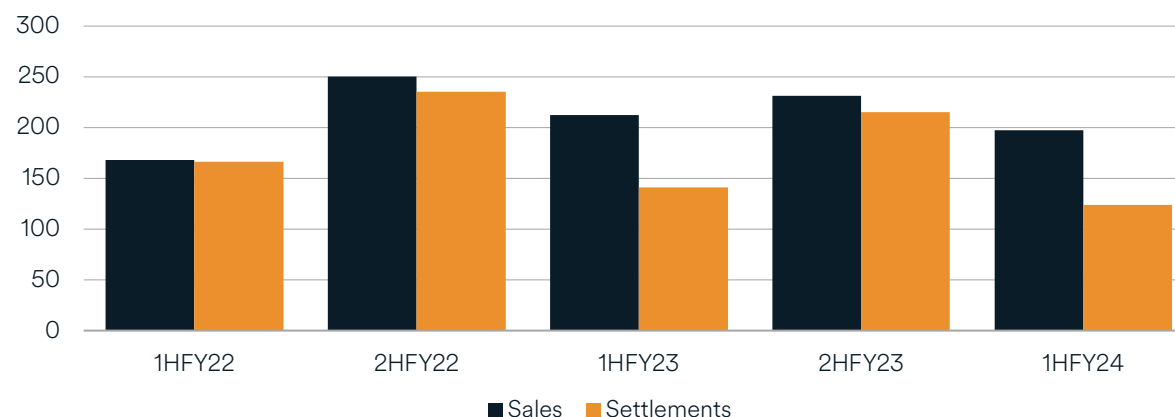
Sales and settlements

- 197 new home sales and 124 new home settlements in 1HFY24
- 420+ presales contracts in hand worth in \$287.4+ million¹
- 520+ Homes on schedule to be delivered and available for settlement by 30 June 24 (124 of these settled to end of December 23)
- Consumer confidence in new home building is low. Many customers wanting to see their completed home before they list their existing home for sale. The impact of this is:
 - Settlement time frames pushing out by circa 90 days on some homes
 - Increased uncertainty regarding exact timing of settlements in the short term

1. As at 19 February 2024

Community	No. of homes	Sold	% sold	Settled	% settled
Wollert North	246	216	88%	194	79%
Deanside	266	180	68%	153	58%
St Leonards – The Waves	199	199	100%	197	99%
St Leonards – The Shores	159	34	21%	0	0%
Meridian	274	227	83%	196	72%
Woodlea	180	42	23%	10	6%
Phillip Island	255	75	29%	0	0%
Bellarine	164	113	69%	51	31%
Riverfield (Clyde)	235	84	36%	8	3%
Ridgelea (Pakenham)	174	41	24%	0	0%
Merrifield	195	1	1%	0	0%

Homes



Sales rates

Northern Growth Corridor

- Wollert, Deanside, and Woodlea sales rates are in line with historical average
- We continue to build our brand in this important growth corridor

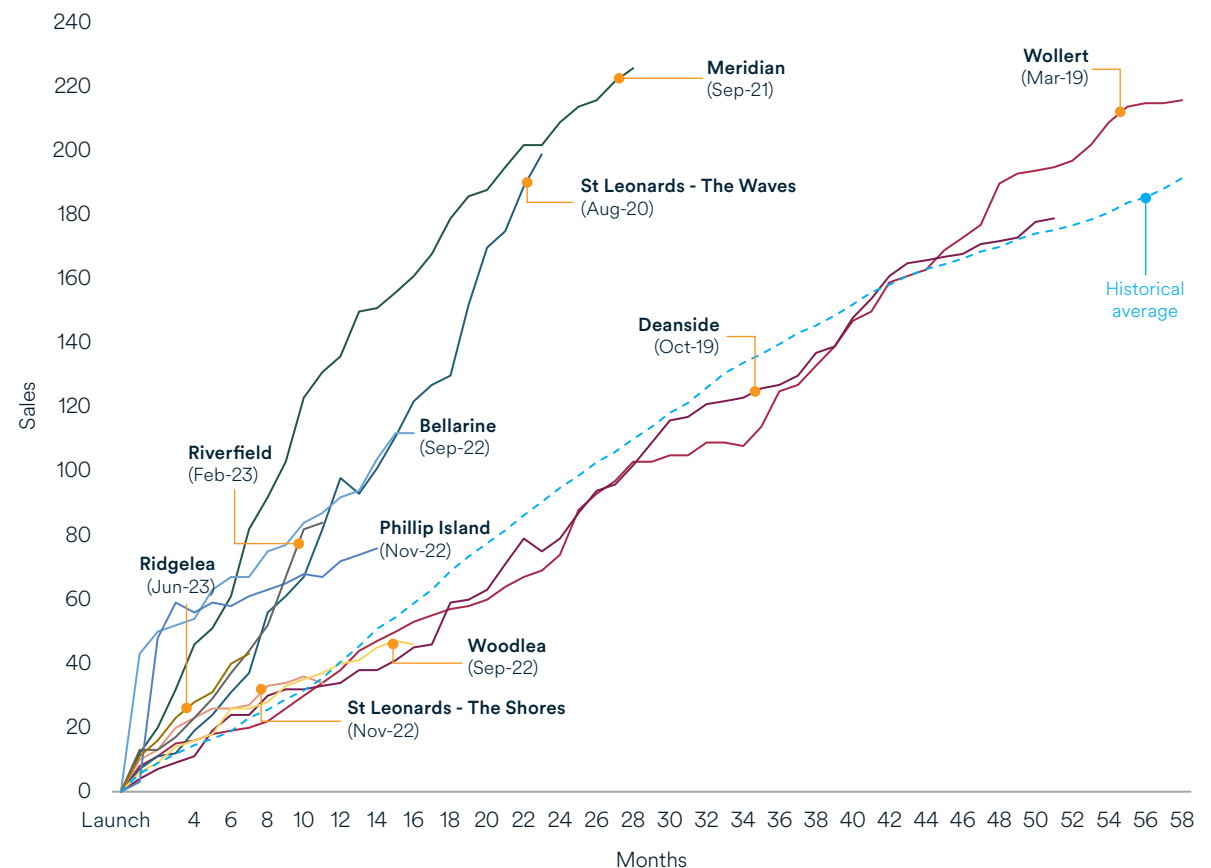
South East Growth Corridor

- We continue to see strong sales results in the South East where our brand is really strong and referral is consistent
- Our retail shop at Fountain Gate has exceeded expectations and is generating new enquiry and sales from walk in traffic and brand positioning

Destinational Communities

- Phillip Island and Bellarine experienced strong early demand underpinned by the lack of supply in these iconic destinations
- Post launch, the projects have reverted to a more typical sales cadence
- Established markets in Coastal locations impacted more by rising interest costs and changes to land tax policy

Sales profile from date of first sale



The higher the sales rate, the faster capital is recycled to undertake more communities.

Deferred management fees/benefits

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- Lifestyle continues to articulate to homeowners the substantial benefits of the Deferred Fee structure
 - Co-Investment — aligns long term interests of homeowners and the community operator
 - Incentivises planned maintenance and refurbishment – 30-year refurbishment plan for each community to constantly contemporise
 - On-site Lifestyle Managers to optimise experience and enjoyment
 - Enjoy now and pay later - Works financially for homeowners

	1HFY24	2HFY23	1HFY23	2HFY22	1HFY22
No. of resales	75	90	88	83	73
Average tenure (years)	7.2	7.0	6.2	5.9	6.3
Average DMF rate	18%	17%	17%	17%	17%
Average purchase price (move in) (\$)	324,859	320,017	329,152	326,994	303,809
Average sales price (move out) (\$)	511,923	491,342	479,993	457,773	415,787
Move out price less move in price (\$)	187,064	171,326	150,842	130,780	111,978
Average annual price growth	10%	10%	10%	9%	9%
Average DMF Paid to Lifestyle (\$)	95,355	84,523	78,526	75,790	67,115
Average cash gain to Homeowners on exit (\$)	91,709	86,803	72,316	54,990	44,863
Total DMF received (\$)	5,911,986	6,170,160	5,653,900	5,684,260	4,563,810

Proof is in the pudding – 9% annualised house price growth for the last 10 years.

Lifestyle co-invests with our homeowners for the long term.

Developments update

- For personal use only
- Wollert and Deanside projects in cash recovery phase
 - Meridian transitioned to cash recovery during the period
 - Bellarine, Riverfield, Woodlea expected to enter cash recovery phase in 2HFY24
 - Yarrawonga and Ocean Grove II scheduled to commence construction in 2024
 - Other projects anticipated to commence as follows:
 - Warragul II – FY25
 - Clifton Springs – FY25
 - Clyde – FY26
 - Inverloch – FY26
 - FY24 has 8 projects contributing settlements which will increase to 12 projects from FY25

10 Projects in active development underpins 3 year settlement guidance.

Community	Cash recovery projects	Cash draw projects	Projects not yet started	1HFY24 cash flow
Wollert	●			10.77
Deanside	●			1.96
Meridian ¹	●			(11.59)
St Leonards — The Shores		●		(8.00)
Woodlea		●		(17.80)
Bellarine		●		(18.66)
Riverfield		●		(18.67)
Ridgelea (Pakenham)		●		(5.04)
Phillip Island		●		(20.60)
Merrifield		●		(7.30)
Yarrawonga			●	
Ocean Grove II			●	
Warragul II			●	
Clifton Springs			●	
Clyde			●	
Inverloch			●	

1. Meridian transitioned from cash draw to cash recovery during the period and will continue to recover capital from this point onwards

Meet the GenX

- Branding has moved to better appeal to the GenX - Life.Unlimited
- Repositioning our facilities with more appealing and attractive offers in all our new communities
- Changing house designs with new product that is a better fit for their needs
- Adapting our sales processes to match the service requirements
- Rethinking the service delivery from our onsite management teams



Lifestyle
COMMUNITIES | **Life.**
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<https://vimeo.com/877300521?share=copy>



Club Lifestyle

Club Lifestyle now completed for all homeowners to have a holiday for free on us.

- 28 Villas, 23 caravan sites and 3 motor homes for their exclusive use
- Camp kitchen, pitch and putt, bird and animal reserves and a lagoon beach for holiday engagement
- Creates a point of difference for Lifestyle Communities®
- Most clicked through ad on social media and one of the key drivers for enquiry

* Located at our Bellarine community



Introducing Lifestyle Plus⁺

OPERATIONS UPDATE

- Referrals represent up to 40% to 50% of all sales
- Driving a range of initiatives to increase referrals
- Reimagining the entire customer touch-point journey to deliver even better service
- Launched a range of other initiatives including Agent Refer and Tradie Refer to expand this network



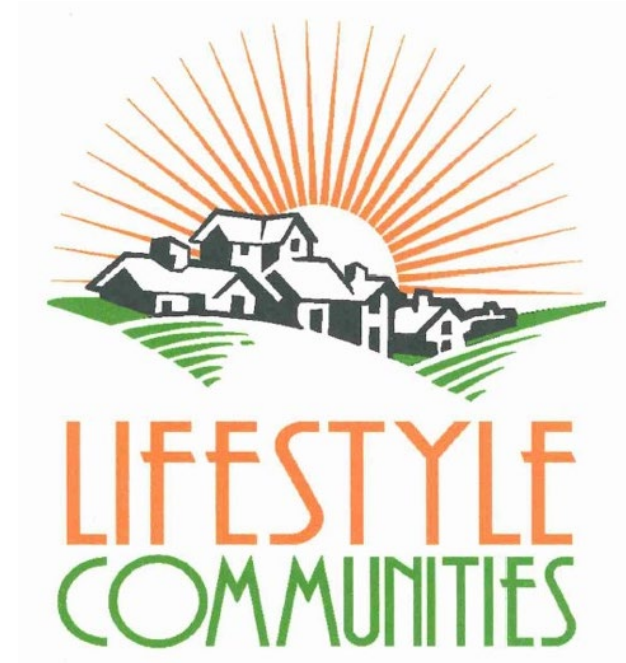
Our refreshed advocacy program now includes homeowners, their friends, our tradies, local agents, and our team.



Protecting our brand

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- Pioneered the land lease industry in Victoria – The Lifestyle Communities® brand and the LIFESTYLE COMMUNITIES registered trade mark is well-known in the trade and in the market
 - We are being proactive in protecting our brand and will fight market conduct that leads to consumers directly or indirectly confusing our brand
 - Lifestyle Communities® has launched legal action against Stockland for trademark infringement, passing off and contraventions of the Australian Consumer Law related to Stockland's use of the trademarked brand 'Lifestyle Communities®.' – Case Management Hearing scheduled in March 24

Whilst we welcome fair competition, businesses operating within the market must adopt different and distinctive brands in order to avoid the prospect of consumer confusion.



Lifestyle Communities® inaugural brand which was created in 2003.

Spotlight on Woodlea.

Perfectly positioned in the hugely popular Woodlea estate directly opposite the Woodlea town centre.

- 47* homes sold out of a total of 180 homes
- Unique clubhouse design opposite the shopping centre that really promotes the resort nature of our offer
- New clubhouse to open on the 29th February and community offers the new range of GenX focused product

* Homes sold as at 19 February 2024

Ariel view of Phillip Island with our
latest community under construction

FINANCIAL RESULTS

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SECTION 3

Financial results

Growing annuity income stream

There are two components to the annuity income stream:

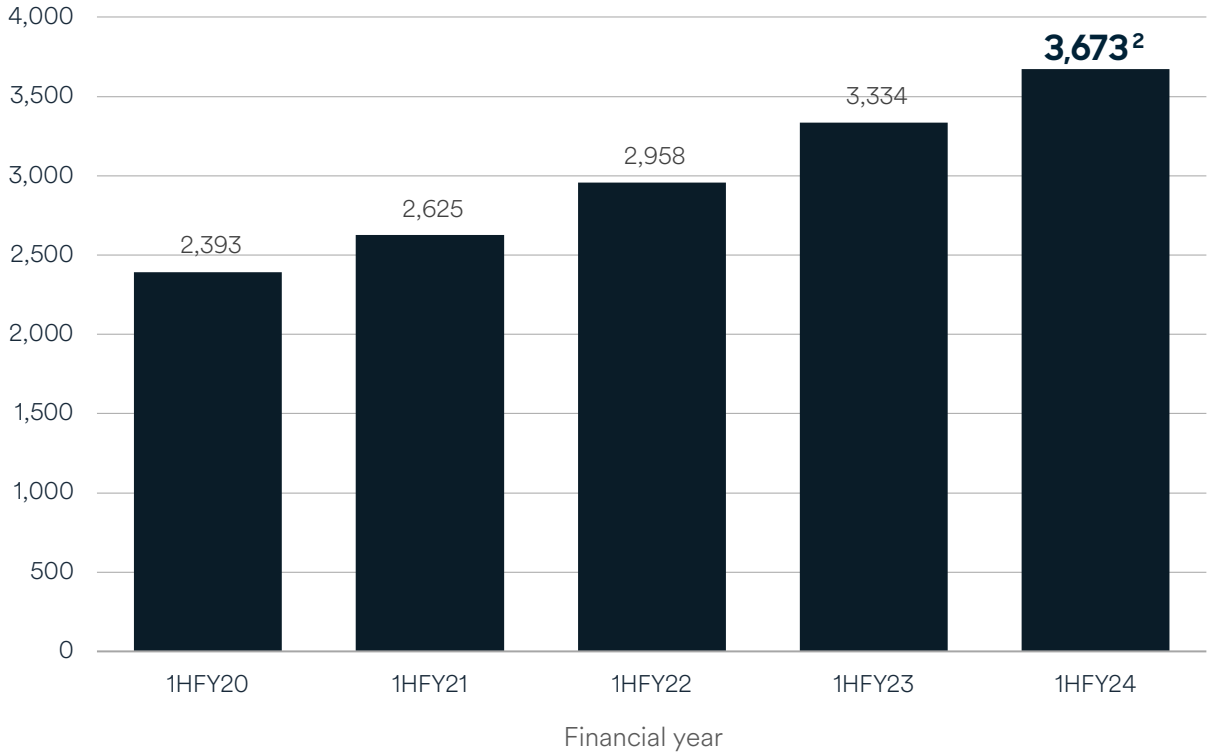
Site rental fee

- \$212 per single and \$245 per couple, per week, per home
- Indexed at greater of CPI or 3.5% p.a.
- Gross rental income for 1HFY24 was \$20.5 million

Deferred Management Fee (DMF)

- Increases at 4% per year capped at 20% of the resale price
- 75 resale settlements provided DMF income of \$6.4 million¹
- Average tenure was 7.2 years and average annual capital growth was 10% p.a.

Home sites under management



Notes:
1. Gross DMF income
2. Represents gross numbers not adjusted for joint venture interests

Income statement

- 124 New Home Settlements (1HFY23: 141) and 75 Resales Settlements (1HFY23: 88)
- 3,673 homes under management (1HFY23: 3,334)
- Community operations contribution increased by 10%
- Home settlement revenue increased by 5% despite 17 less settlements.
- Average revenue per settlement \$567k compared with \$477k in the prior comparative period (increase due to passing on cost inflation and change in project mix)
- Development contribution impacted by \$4.8m in project management, sales, and marketing costs for projects in development that have not yet contributed settlements (expensed as incurred)
- Corporate overheads increased to support increased operating and development activity

\$000s	1HFY24	2HFY23	1HFY23	2HFY22	1HFY22
Community operations					
Site rental	20,487	17,283	16,961	15,165	14,547
Deferred management fees	6,436	6,666	6,255	6,217	4,689
Community operating costs	(9,437)	(8,013)	(7,206)	(6,059)	(6,635)
DMF Sales & Marketing costs	(1,123)	(873)	(1,188)	(926)	(1,059)
Net community operations contribution	16,363	15,063	14,822	14,397	11,542
<i>Community operations margin %</i>	<i>60.8%</i>	<i>62.9%</i>	<i>63.8%</i>	<i>67.3%</i>	<i>60.0%</i>
New community creation					
Home settlement revenue	70,314	113,608	67,219	107,800	72,491
Cost of sales ²	(57,086)	(89,889)	(52,948)	(86,354)	(56,490)
Home settlement margin	13,228	23,719	14,271	21,446	16,001
<i>Home settlement margin %</i>	<i>18.8%</i>	<i>20.9%</i>	<i>21.2%</i>	<i>19.9%</i>	<i>22.1%</i>
Project management, Sales, & Marketing costs	(11,095)	(7,151)	(5,960)	(4,423)	(4,196)
Net development contribution	2,133	16,568	8,311	17,023	11,805
Fair value uplift attributed to settlements and rent increases	24,493	60,060	24,886	66,408	26,192
Other costs					
Corporate overheads	(10,062)	(8,417)	(8,731)	(6,621)	(6,624)
Employee share scheme	(1,029)	465	(1,869)	(1,425)	(1,451)
IT implementation costs				(1,595)	
Other costs	(424)	(1,156)		746	(1,832)
Facility fees and interest on non-development debt	(2,162)	(1,552)	(1,367)	(914)	(686)
Net other revenue and expenses	314	90	51	(280)	341
Operating profit after tax	20,770	45,889	25,240	33,915	27,515
Statutory profit after tax	20,770	56,660	25,240	61,356	27,515

Note:

1. There were no changes to valuations during the period attributable to movement in assumptions used by independent valuers. Therefore, statutory and operating profit were the same.
2. Cost of sales includes \$15.7m for the share of community infrastructure sold to each homeowner and expensed upon settlement (1HFY23: \$16.5m).

Balance sheet

- Inventories and debt levels increased as new projects ramp up
- We are mindful of elevated leverage as settlement time frames have pushed out
- St Leonards (The Shores), Ridgelea, Phillip Island and Merrifield are all pre-revenue - \$39.4m spent on early works
- Yarrawonga and Ocean Grove II scheduled to launch in 2024
- \$9.5m spent on land deposits – \$3.6m Drysdale, \$1.1m Yarrawonga, \$2.9m Inverloch and \$1.9m Clyde III
- Land settlement for Merrifield is the only land settlement due in 2024
- No change to valuation assumptions. Increase in investment properties balance is due to land purchases and new home settlements

Increased capital spend in FY24 as new projects come to market. Underpins uplift in settlements in FY25 and FY26.

Balance sheet highlights

\$000s	1HFY24	2HFY23	1HFY23	2HFY22	1HFY22
Cash and cash on deposit	1,839	1,233	1,050	1,893	519
Inventories	279,562	193,555	151,150	135,679	146,739
Investment properties	1,109,272	962,150	904,754	850,247	757,787
Other assets	50,028	34,502	27,327	18,392	20,887
Total assets	1,440,701	1,191,440	1,084,281	1,006,211	925,932
Trade and other payables	221,992	115,849	103,686	159,904	125,254
Current tax payable	0	1,020	0	1,404	0
Interest-bearing loans and borrowings	492,000	371,000	351,000	245,000	274,000
Deferred tax liabilities	181,456	171,954	153,597	144,770	124,228
Other liabilities	8,005	6,760	1,702	1,676	2,177
Total liabilities	903,453	666,583	609,985	552,754	525,659
Net assets	537,248	524,857	474,296	453,457	400,273
Net debt/assets less cash and unsettled land ¹	40.0%	33.5%	35.1%	27.8%	34.0%

Note:

1. Net debt includes cash. Assets includes \$189m for land commitments not yet settled (2HFY23: \$75m)

Cash flow

Community Operations cash flows:

- 12% increase compared to the prior year due to more homes under management
- Inflation linked rental increase – 6.6%
- Continued price growth in resales – 10% average annual price growth

Development cash flows:

- Increased development activity as new projects ramp up
- Increased inventory balance due to development ramp up and slower sale to settlement conversion
- Higher interest cost on development debt (recovered through new home sales)

Borrowings have increased due to:

- The continued ramp up in development activity
- Higher inventory levels for completed homes not yet settled

	1HFY24	2HFY23	1HFY23	2HFY22	1HFY22
Community operations cash flows					
Site rentals	20.5	17.3	17.0	15.2	14.5
Deferred Management Fees	6.4	6.7	6.3	6.2	4.7
Community operating costs	(9.4)	(8.0)	(7.2)	(6.1)	(6.6)
DMF Sales & Marketing costs	(1.1)	(0.9)	(1.2)	(0.9)	(1.1)
Net utilities	0.3	0.1	0.1	(0.3)	0.3
Net annuity cash flows	16.7	15.2	15.0	14.1	11.8
Development cash flows					
New home settlements	70.3	113.6	67.2	107.8	72.5
Development expenditure	(156.3)	(109.2)	(88.2)	(47.9)	(84.0)
Interest on development debt	(9.9)	(7.2)	(5.1)	(2.0)	(2.1)
Net development cash flows	(95.9)	(2.8)	(26.1)	57.9	(13.6)
Support Office costs	(11.5)	(9.1)	(10.6)	(8.9)	(9.9)
Interest and fees on non-development debt	(1.7)	(1.6)	(0.9)	(0.7)	(0.5)
Tax paid	(4.0)	(4.3)	(5.1)	(4.0)	(5.1)
Net operating cash flows	(96.4)	(2.6)	(27.7)	58.4	(17.3)
Reconciliation to statutory cash flows					
Land (investing cash flow)	(9.5)	(5.0)	(68.5)	(17.0)	(60.6)
PPE and lease payments	(8.2)	(4.5)	(4.3)	(1.7)	(1.7)
Borrowings	121.0	20.0	106.0	(29.0)	84.0
Dividends paid	(6.3)	(5.7)	(6.3)	(4.7)	(5.2)
Treasury shares	0.0	(1.9)	0.0	(4.8)	(1.5)
Net cash flow	0.6	0.3	(0.8)	1.2	(2.3)

Modernising our debt facility

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- Total facility size increased from \$525 million to \$700 million
- Common Terms Deed with bilateral pricing
- Interest Cover Ratio (ICR) covenant reduced from 2x to 1.5x for the next four reporting periods before stepping up to 1.75x for the remainder of the term
- Loan to value ratio (LVR) covenant calculation updated to include the value of joint venture assets which were previously excluded
- Existing lenders NAB, CBA and HSBC all reaffirmed their commitment to the syndicate and revised terms
- New lenders Westpac and ANZ added to the banking group

We are pleased to have the support of five top tier banks who are as committed as we are to increasing the supply of high-quality affordable housing in Victoria.



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- No change to 3-year guidance – expect 1,400 to 1,700 settlements between FY24 and FY26
 - Homeowners currently taking longer to list their homes meaning some settlements expected in FY24 will now fall in FY25
 - FY24 settlements are expected to be similar to last year
 - Second half will see an uplift in settlements as Riverfield and Phillip Island ramp up
 - Continued construction activity and spend across the projects in active development plus some early works at Yarrawonga and Ocean Grove II
 - Community operations cash flow expected to continue to increase underpinned by ongoing rental and DMF annuities from the 3,673 homes under management

Settlement Profile of Communities in Development

Community	FY24				FY25				FY26			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Wollert	●	●	●	●	●	●						
Deanside	●	●	●	●	●	●	●	●				
St Leonards - The Waves	●	●	●									
St Leonards - The Shores				●	●	●	●	●	●	●	●	●
Meridian	●	●	●	●	●	●	●					
Woodlea	●	●	●	●	●	●	●	●	●	●	●	●
Bellarine	●	●	●	●	●	●	●	●				
Ridgelea (Pakenham)							●	●	●	●	●	●
Riverfield			●	●	●	●	●	●	●	●	●	●
Phillip Island			●	●	●	●	●	●	●	●	●	●
Merrifield						●	●	●	●	●	●	●
Ocean Grove II							●	●	●	●	●	●
Warragul II									●	●	●	●
Clifton Springs											●	●
Yarrawonga						●	●	●	●	●	●	●
Clyde II											●	●
Inverloch												●

● Represents typical settlement rate

● Represents tail of development which is often a slower settlement rate



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Twilight at Lifestyle Meridian

Appendix

A.1 Model of living

How does the Lifestyle Communities® model of living work?

Homeowners at Lifestyle Communities® own their own home and lease the land upon which their homes are located, via a weekly site fee and a deferred management fee.

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75-80%

On average, homes typically priced at 75-80% of the median house price in the target catchment



90 Year Lease

A 90-year lease over the land provides security of tenure



On average, release of approximately \$259,000¹ upon sale of previous home



Homeowners at Lifestyle Communities® are covered by the Residential Tenancies Act



Homeowners control price, presentation and sales strategy at exit



The weekly site fee is approx. 20-25% of the Aged Pension after receipt of the Commonwealth Rental Assistance.²

Notes

1. Calculated as the difference between the homeowners house sale price and the homeowners Lifestyle house purchase price
2. Calculated in accordance with the formula used by the Department of Social Services. Which is: Rent minus Commonwealth Rental Assistance divided by the Pension

A.2 Growing recurring revenue stream

Lifestyle Communities'® business has two core elements

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1. Creating communities

A mix of equity and debt capital is used to develop greenfield sites to create new communities. Capital is recovered from one community and is recycled into the next project.

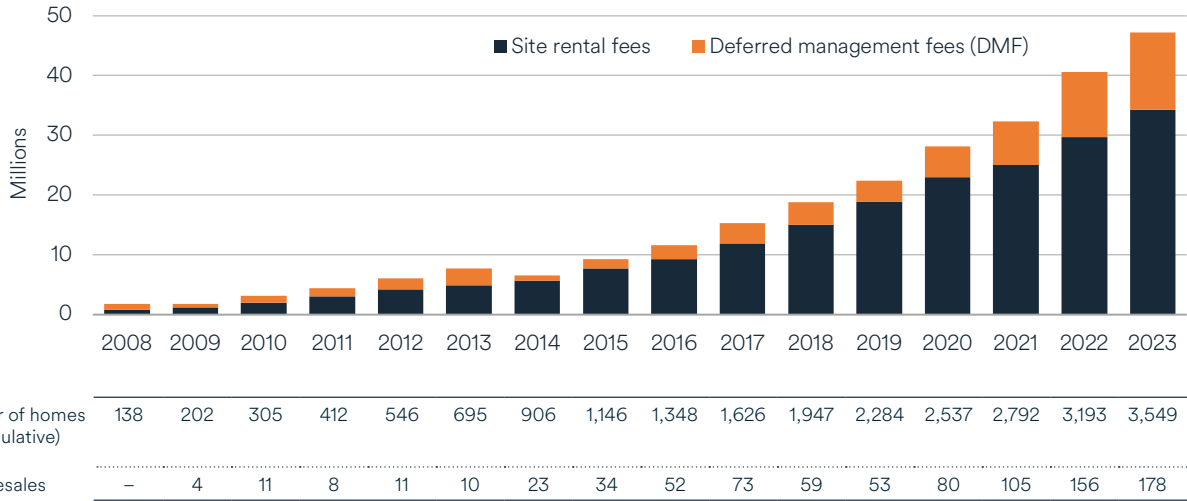


Current speed of capital recycling allowing the acquisition of at least two new sites every year.

Completed communities build a long-term sustainable income and future dividends.

2. Managing communities

Completed communities generate recurring revenue streams which are growing as new communities are added to the portfolio.



DMF of 4% per annum on the resale price of the home, capped at 20% after 5 years.

The speed at which Lifestyle Communities® can create new communities is limited by the size of the capital pool and the speed at which it can recover its capital through driving new home settlements.

A.3 Dividend policy

As a general principle, Lifestyle Communities® intends to pay dividends out of post-tax operating cashflow generated from community management including:

- Operating cash flow generated from community management (net rental and DMF)
- Apportionment of corporate overheads attributable to management of the communities (currently 50%)
- Interest on average pre-development debt
- Tax attributed to the above

Dividend

An interim fully franked dividend of 5.5 cents per share has been declared in respect of FY24 (the dividend has a record date of 13 March 2024 and a payment date of 4 April 2024).

Surplus franking credits

As at 31 December 2023 the franking account balance was \$35.9 million (after allowing for the interim dividend and tax payable for 1H FY24).

Club Lifestyle Bellarine

APPENDIX



A.4 Sales and settlements

	New home settlements		Net sales commitments		Resale home settlements	
	1HFY24	1HFY23	1HFY24	1HFY23	1HFY24	1HFY23
Existing Communities - Sold out		9			66	83
Existing Communities - Under Construction						
Wollert North	29	24	19	26		1
Deanside	19	16	13	17		1
St Leonards - The Waves	2	48		–		3
St Leonards - The Shores			7	15	8	
Clyde North (Meridian)	35	40	25	41	1	
Ridgelea (Pakenham East)			29			
Clyde (Riverfield)	8		55			
Woodlea	8		7	16		
Phillip Island			13	47		
Merrifield			1			
Bellarine (Leopold)	23	4	28	52		
New Communities - Awaiting Commencement						
Warragul II ¹						
Clifton Springs ¹						
Yarrawonga						
Clyde III ¹						
Ocean Grove II						
Inverloch ¹						
Total	124	141	197	214	75	88

Notes:

1. Commencement of construction subject to planning approval

A.5 Cash flow analysis 1HFY24

	Completed Communities	Wollert North	Deanside	St Leonards	Ridgelea	Meridian	Riverfield	Woodlea	Phillip Island	Bellarine (Leopold)	Merrifield	Communities in planning	Total
Community operations cash flows													
Site rentals	16.10	1.06	0.85	1.18		1.06				0.24			20.49
Deferred management fees ¹	6.13			0.26		0.01							6.40
Community operating costs	(7.98)	(0.35)	(0.31)	(0.31)		(0.23)	(0.01)	(0.04)	(0.01)	(0.20)			(9.44)
DMF Sales & Marketing costs	(1.05)	(0.01)	(0.02)	(0.04)		–							(1.12)
Net utilities	0.43	(0.02)	(0.03)	–		(0.07)				(0.01)			0.30
Net annuity cash flows	13.64	0.68	0.49	1.09	–	0.77	(0.01)	(0.04)	(0.01)	0.03	-	-	16.63
Development cash flows													
New home settlements		14.81	9.36	0.88		20.35	4.52	4.65		15.73		-	70.30
Development expenditure		(3.26)	(5.92)	(8.29)	(4.54)	(30.96)	(21.91)	(21.07)	(19.31)	(32.91)	(7.20)	(0.89)	(156.25)
Interest on development debt		(0.79)	(1.49)	(0.59)	(0.50)	(0.99)	(1.29)	(1.38)	(1.29)	(1.48)	(0.1)		(9.90)
Net development cash flows	-	10.77	1.96	(8.00)	(5.04)	(11.59)	(18.67)	(17.80)	(20.60)	(18.66)	(7.30)	(0.89)	(95.83)
Support Office costs													(11.50)
Interest and fees on non-development debt													(1.70)
Tax paid													(4.00)
Net operating cash flows													(96.40)
Reconciliation to statutory cash flows													
Land (investing cash flow)												(9.50)	(9.50)
PPE and lease payments													(8.20)
Borrowings													121.00
Dividends paid													(6.30)
Statutory cash flows from operations (\$m)													0.60

Notes:

1. Deferred management fees received are inclusive of selling and administration fees

A.6 Cash flow analysis 1HFY23

	Completed Communities	Mount Duneed	Kaduna Park	Wollert North	Deanside	St Leonards	Meridian	Riverfield	Woodlea	Philip Island	Leopold	Communities in planning	Total
Community operations cash flows													
Site rentals	12.97	1.05	0.96	0.66	0.53	0.79							16.96
Deferred management fees ¹	5.92	0.10	0.16	0.01	0.01	0.05	(0.00)						6.25
Community operating costs	(5.86)	(0.30)	(0.27)	(0.20)	(0.24)	(0.24)	(0.10)						(7.21)
DMF Sales & Marketing costs	(1.10)	(0.03)	(0.05)	(0.00)	(0.00)	(0.01)	(0.00)						(1.19)
Net utilities	0.08	0.04	(0.02)	(0.02)	(0.03)	(0.04)							0.01
Net annuity cash flows	12.01	0.86	0.78	0.45	0.27	0.55	(0.10)	-	-	-	-	-	14.82
Development cash flows													
New home settlements	-	3.36	1.02	11.65	8.00	23.46	19.27				0.46	-	67.22
Development expenditure	(0.00)	(0.50)	(0.29)	(13.28)	(15.55)	(11.93)	(24.92)	(4.65)	(6.45)	(1.49)	(8.82)	(0.14)	(88.02)
Interest on development debt				(0.87)	(1.06)	(0.46)	(0.92)	(0.26)	(0.36)	(0.61)	(0.41)	(0.15)	(5.10)
Net development cash flows	(0.00)	2.87	0.73	(2.50)	(8.60)	11.06	(6.58)	(4.91)	(6.81)	(2.10)	(8.77)	(0.29)	(25.91)
Support Office costs													(10.60)
Interest and fees on non-development debt													(0.90)
Tax paid													(5.10)
Net operating cash flows													(27.68)
Reconciliation to statutory cash flows													
Land (investing cash flow)	-					(14.33)	-	(20.70)	-	-	(19.14)	(14.35)	(68.52)
PPE and lease payments													(4.30)
Borrowings													106.00
Dividends paid													(6.30)
Statutory cash flows from operations (\$m)													(0.80)

Notes:

1. Deferred management fees received are inclusive of selling and administration fees

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